

## US IBO Data

<b>2012</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
New IBOs	6,568	6,984	7,988	6,455	5,872	6,790	6,206	5,375	3,929	6,832	4,987	4,910
Renewals	2,651	2,682	2,931	2,180	1,926	1,806	2,104	1,928	1,907	2,006	1,600	1,661
Drops	6,141	5,371	8,254	4,999	4,162	3,672	5,690	5,904	6,218	5,982	6,382	6,371
Ending Count	96,427	97,613	95,734	97,456	97,710	99,118	96,516	95,471	93,711	96,850	94,605	94,539
<b>2013</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
New IBOs	6,696	6,450	7,945	6,328	5,966	5,459	6,920	6,323	6,547	6,598	5,297	4,961
Renewals	2,548	2,425	2,729	2,149	2,020	2,320	2,329	2,014	1,889	2,064	1,560	1,733
Drops	6,365	6,796	8,374	6,627	5,849	6,320	6,345	5,503	4,414	6,778	5,306	4,876
Ending Count	94,870	94,524	94,095	93,796	93,913	93,052	93,627	94,447	96,580	96,400	96,391	96,476
<b>2014</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
New IBOs	6,958	6,467	8,019	6,259	5,706	4,737	5,328	4,640	5,432	4,923	3,293	3,916
Renewals	2,429	2,378	2,609	2,179	1,813	1,883	2,085	1,848	1,979	1,939	1,595	1,825
Drops	7,010	6,499	8,215	6,548	6,201	5,667	7,310	6,551	6,619	6,594	5,694	5,158
Ending Count	96,424	96,392	96,196	95,907	95,412	94,482	92,500	90,589	89,402	87,731	85,330	84,088
<b>2015</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
New IBOs	4,013	4,358	4,962	4,281	3,074	3,243	4,581	3,708	2,885	2,869	2,041	2,363
Renewals	2,456	2,371	2,577	2,086	1,696	1,872	2,016	1,863	1,851	1,983	1,376	1,517
Drops	6,867	6,387	8,078	6,341	5,599	5,143	5,372	4,781	5,819	5,037	3,739	4,429
Ending Count	90,058	88,029	84,913	82,853	80,328	78,428	77,637	76,564	73,630	71,462	69,764	67,698
<b>2016</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
New IBOs	2,250	2,877	3,126	1,836	1,764	1,518	2,229	2,211	2,414	1,820	1,224	1,938
Renewals	2,010	2,141	2,183	1,614	1,421	1,464	1,729	1,485	1,486	1,389	1,127	1,235
Drops	4,522	4,536	5,589	4,965	3,447	3,762	4,893	4,053	3,691	3,453	2,492	2,884
Ending Count	67,259	65,600	63,137	60,008	58,325	56,081	53,417	51,575	50,298	48,665	47,397	46,451

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